



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION
Procurement Division

402 W Washington Street, Room W468
Indianapolis, Indiana 46204
317 / 232-3053

Award Recommendation Letter

Date: June 9, 2011

To: Nicole Kenney, Director of Strategic Sourcing
Indiana Department of Administration

From: Kyle McClurg, Strategic Sourcing Analyst

Subject: Recommendation of Selection for RFP 11-41
WIC Banking Services

Handwritten initials "NK" in black ink, positioned to the right of the "To:" line.

Estimated Two (2) Year Contract Expenditures for Administrative Costs: \$770,103.22

Based on the assessment of the Indiana Department of Administration (IDOA) and the Indiana State Department of Health's Women, Infants and Children Program (ISDH-WIC) evaluation team, CSC is recommended to enter contract negotiations to provide WIC Banking Services for ISDH-WIC. Terms of this recommendation are included in this letter.

The evaluation team received proposals from two (2) vendors:

- CSC
- Solutran

The proposals were evaluated by ISDH-WIC and IDOA according to the following criteria established in the RFP:

- Adherence to Requirements (Pass/Fail)
- Management Assessment/Quality (25 points)
- Cost Proposal (30 points)
- Indiana Economic Impact (15 points)
- Buy Indiana (10 points)
- Minority-Owned Business Participation (10 points)
- Woman-Owned Business Participation (10 points)

The proposals were evaluated according to the process outlined in section 3.2 ("Evaluation Criteria") of the RFP.

Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for adherence to mandatory requirements. Each respondent adhered to the mandatory requirements and was then evaluated based on its business proposal, technical proposal, and cost proposal.

B. Management Assessment/Quality

Business Proposal

For the business proposal evaluation, the team considered each respondent's information provided in the business proposal. These areas were reviewed to assess each respondent's ability to serve the state.

Technical Proposal

For the technical proposal evaluation, the team assessed each respondent's proposal on the following topics/criteria:

- Management Plan
- Communication and Coordination Plan
- Project Work Plan
- Planning Service Deliverables

The evaluation team's scores were based on a review of each respondent's proposed approach to each element of the Technical Proposal section of the RFP, as well as to all clarification requests.

Results of the management assessment/quality evaluation are shown below:

Table 1: Management Assessment/Quality Scores

RESPONDENT	MAQ SCORE (25 Max)
CSC	21.83
Solutran	21.50

During business and technical proposal evaluation, the evaluation team observed the following regarding each respondent:

CSC

CSC scored 21.83 points out of the possible 25 qualitative points. CSC is able to provide staff that has more than ten (10) years of valuable WIC experience. In addition, CSC has developed processes, procedures, and systems to accommodate individual needs and requirements. It has a well-developed transition plan. However, its Communication and Coordination Plan does not address some current communication issues to the extent that the evaluation team would have preferred.

Solutran

Solutran scored 21.50 points out of a possible 25 qualitative points. Solutran provided information that shows it has a history of success in transitioning WIC programs to its solution from other vendors. In addition, its proprietary SOAR system has impressive functionality. However, its transition plan appears to have an ambitious timeline.

C. Cost Proposal

The Cost Proposal evaluation methodology was finalized before any proposals were received, and is detailed below:

- Respondents who meet the state's current baseline cost will receive zero (0) cost points.
- Respondents who propose a decrease to the state's current costs will receive positive points at the same rate as bid increasing cost.
- Respondents who propose an increase to the state's current cost will receive negative points at the same rate as bid lowering cost.
- Respondents who propose a 10% decrease to the state's current baseline cost will receive all of the available cost points.
- If multiple Respondents decrease costs below 10% of the current baseline, an additional five (5) points will be added to the Respondent proposing the lowest cost to the state.

Both respondents submitted cost proposals that were 10% or more below the current baseline. After a round of target pricing was completed, CSC was given an extra five (5) points for having the lowest cost proposal.

Table 2: Final Cost Scores

RESPONDENT	COST SCORE (-30 to +30)
CSC	35.00
Solutran	30.00

D. IDOA Scoring

IDOA provided support to the evaluation team by scoring the respondents in the following areas: Buy Indiana (10 points), Indiana Economic Impact (15 points), Minority Business Subcontractor Commitment (10 points), and Women's Business Subcontractor Commitment (10 points). This scoring was based on the process outlined in the RFP.

Where necessary, clarifications were requested from respondents regarding forms submitted for the Indiana Economic Impact and Minority and Women's Business Subcontractor Commitments.

The final scores are as follows:

Table 3: Final Overall Evaluation Scores

RESPONDENT	MAQ SCORE (25 max)	COST SCORE (30 max)	Buy Indiana (10 max)	IEI (15 max)	MBE (10 max)	WBE (10 max)	TOTAL SCORE
CSC	21.83	35.00	0.00	15.00	0.00	0.00	71.83
Solutran	21.50	30.00	0.00	0.00	0.00	0.00	51.50

Award Summary

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the goals of the program and to meet the needs of the state. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

The contract will be for a period of two (2) years. At the discretion of the State, there may be two (2) one (1) year renewals. In no event shall the term exceed a total of four (4) years.

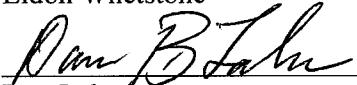
Signed By:



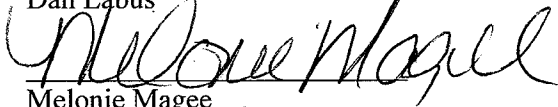
Sarah Renner



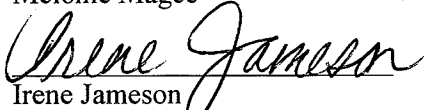
Eldon Whetstone



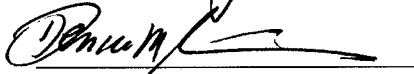
Dan Labus



Melonie Magee

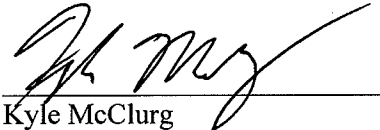


Irene Jameson



Denise Giddens

Representatives of the RFP 11-41 Evaluation Team



Kyle McClurg

Indiana Department of Administration

